



USTDA

United States Trade and Development Agency

MAKING GLOBAL LOCAL

BUILDING PARTNERSHIPS, GROWING U.S. EXPORTS, SUPPORTING LOCAL JOBS

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The U.S. Trade and Development Agency (USTDA) helps companies create U.S. jobs through the export of U.S. goods and services for priority development projects in emerging economies. USTDA links U.S. businesses to export opportunities by funding project planning activities, pilot projects, and reverse trade missions while creating sustainable infrastructure and economic growth in partner countries.

Overview

In response to dramatic shifts in the global economy, U.S. companies are increasingly targeting emerging markets as export destinations. Given its unique role, USTDA is perfectly positioned to support U.S. businesses interested in entering or expanding their presence in developing and middle-income countries.

In order to connect even more U.S. companies with its export promotion programs, USTDA launched *Making Global Local*, the largest outreach campaign in the Agency's history.

The foundation of *Making Global Local* is formed by strategic partnerships between the Agency and local business and economic development organizations located throughout the United States. By understanding USTDA's programs and priorities, these partner organizations are helping companies in their communities identify sales opportunities abroad through various USTDA-funded activities.

By working together, USTDA and its partner organizations are supporting the creation of high-paying local jobs through the growth of U.S. exports. Since *Making Global Local* was launched on World Trade Day in 2012, USTDA and its partner organizations have co-hosted conferences, industry roundtables, webinars, and provided joint marketing for each other's events.



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U.S. TRADE AND DEVELOPMENT AGENCY

USTDA and its *Making Global Local* partners will continue to explore innovative new ways to collaborate and connect with companies across the country in order to further increase exports of U.S. goods and services.

The Agency's International Business Partnership Program brings foreign delegates to the United States in order to observe the design, manufacture, and operation of U.S. products and services that can help them achieve their development goals. In 2012, USTDA-sponsored reverse trade missions connected over 1,000 foreign buyers with more than 2,200 U.S. company representatives across the country.



USTDA Supports the NEI's mission as a member of the President's Export Promotion Cabinet

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Partner Organizations

Examples of partner organizations include:

- State, county, and city governmental entities
- Local non-profit economic development organizations
- Small Business Development Centers
- District Export Councils
- World Trade Centers

Benefits of becoming a Making Global Local partner organization include:

- Recognition as a Making Global Local partner organization on USTDA's website
- Direct delivery of USTDA news and events
- Access to a network of regional and industry experts to speak at events
- Opportunity to co-host USTDA roundtables

Join us!

If you are committed to supporting U.S. jobs through increased exports, and you have local market knowledge to share with USTDA, we want to partner with you!

Contact us to learn how the Agency's programs can expand export sales in your community. We look forward to working with you!

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For every \$1 USTDA invested in its programs, the Agency generated more than \$73 in exports of U.S. manufactured goods and services.



Current Partner Organizations

1. Denver Sister Cities International
2. World Trade Center of New Orleans
3. Missouri International Trade & Investment Office
4. Erie County Industrial Development Agency, New York
5. Duquesne University Small Business Development Center
6. World Trade Center of Greater Philadelphia
7. Virginia Small Business Development Center - Mason SBDC
8. Vermont Economic Development Authority
9. Export Finance Assistance Center of Washington
10. World Trade Center of San Diego
11. Mississippi Development Authority International Trade Office
12. Pennsylvania Small Business Development Center
13. Invest Atlanta
14. World Trade Center Atlanta
15. Colorado Office of Economic Development and International Trade
16. Kansas Global Trade Services
17. World Trade Center St. Louis
18. Los Angeles County Economic Development Corporation
19. Tampa Bay International Business Council
20. Illinois Chamber of Commerce
21. Maryland Small Business Development Center
22. Minnesota Trade Office
23. Massachusetts Office of International Trade and Investment
24. County of Riverside Office of Foreign Trade
25. World Trade Center Savannah
26. Los Angeles Regional Export Council
27. North Dakota Trade Office
28. Greater Houston Partnership
29. Utah Governor's Office of Economic Development